Salty Snack Manufacture

7 Unique Flavors of Potato Chips
2 Flavors of Tortilla Chips
2 Salsa Dips
30 full time employees
6 day double shifts
Over 80,000 lbs per week
17 distributors
7 States
Canada – Calf– Arizona—Tennessee
Store 100 million lbs

Sackett Farms

Cleaned, Sized and Tested
Private Label

Niche Market
Revenue Growth

2010 ------------------- $ 60,000
2011 ------------------- $ 125,000
2012 ------------------- $ 250,000
2013 ------------------- $ 600,000
2014 ------------------- $1,200,000
2015 ------------------- $2,000,000
2016 ------------------- $2,800,000
2017 (est) ------------------- $4,000,000
OUR BUSINESS IS POTATOES

Yearly usage (in annual Pounds)

2010 = 130,000
2011 = 270,000
2012 = 400,000
2013 = 1,000,000
2014 = 1,500,000
2015 = 2,000,000
2016 = 2,700,000
COMMUNITY SUPPORT

Food Rescue
Hickory Hills
JKL Bah Weting School

Buddy Walk
Down Syndrome Families

United Methodist
Single MOMM

Mi Potato Industry
Brickways
Love Inc

Traverse City Film Festival
Meet our Award Winning Chips!

GOLD MEDAL WINNER:
Best Kettle Chip
GOLD MEDAL WINNER:
Best Tortilla Chip

Also

VOTED #1
In the Chicago Tribune

www.greatlakespotatochips.com
• Buy Local
• Limited Regional Competition
• High Cost of Entry
• Skin On
• Sell the Sizzle
<table>
<thead>
<tr>
<th>Rank</th>
<th>Brand</th>
<th>Owner</th>
<th>Sales (m)</th>
<th>Sales chg (%)</th>
<th>Cat. share (%)</th>
<th>Unit sales chg (%)</th>
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<tbody>
<tr>
<td></td>
<td>CATEGORY TOTAL</td>
<td></td>
<td>$7,218.3</td>
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<td>100.0</td>
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<td>-5.0</td>
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<td>1</td>
<td>Lays</td>
<td>Frito Lay</td>
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<td>Ruffles</td>
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<td>10.2</td>
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<td>Pringles</td>
<td>Kellogg</td>
<td>$701.1</td>
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<td>Wavy Lays</td>
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<td>Lays Kettle Cooked</td>
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<tr>
<td>8</td>
<td>Herrs</td>
<td>Herr Foods</td>
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<tr>
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<td>Baked Lays</td>
<td>Frito Lay</td>
<td>$91.0</td>
<td>-7.6</td>
<td>1.3</td>
<td>-16.6</td>
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</tbody>
</table>
Total US Market  7.2 Billion
Top 10 Companies 5.8 Billion
Regional Players  1.4 Billion

GLPCC @ 1% -------
$14,000,000

Number of US Regional Chip Brands ----- 150
NICHE MARKET O SUM GAME

Sales would be the job
June 2010
FAMILY & FRIENDS
CHALLENGES

Distribution
Regulations
People
The future you see is the future you get.

Robert G. Allen

www.HealthTalkToday.net

THE FUTURE

Distribution:
- Great Lakes
- Southeast US
- Export

Facilities:
- Modernization
- Expansion
- New Location?
Snack Happy

DIVE IN!
SNACK HAPPY.
EVERY CHIP. EVERY BAG.
greatlakespotatochips.com
“Our Business Is Growing”

Alan Sackett
Brian Sackett
Jeff Sackett
Tyler Sackett
Celebrating 30 Years
1987 2017

ILLINOIS
• 7,000 Acres
• 30 Full Time Employees
• 10 Part Time Employees
• 60 Seasonal Employees
• 2,700 Semi Loads Shipped

NORTH CAROLINA
• 3,500 Acres
• 20 Employees
• 600 Semi Loads Shipped

MICHIGAN
• 4,000 Acres
• 30 Employees
• 1,100 Semi Loads Shipped
Home Farm
Farming in:
Mecosta Co.
Montcalm Co.
Kent Co.
Ionia Co.
Isabella Co.
Newaygo Co.
POTATO PLANTING

3,700 acres Michigan
1,400 acres North Carolina
1,700 acres Illinois

6,800 ACRES TOTAL
Each harvest system is capable of harvesting 40-50 acres per day.

Sackett Potatoes puts a lot of importance in having modern potato harvesting equipment, to efficiently harvest a quality crop.

We are using 3 separate harvest systems, 2 of which harvest 16 rows at a time with the 3rd harvesting 12 rows.
IRRIGATION
All 6,800 acres of potatoes are watered by 250 Pivots and 150 Wells
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All 6,800 acres of potatoes are watered by 250 Pivots and 150 Wells
Our potato storage capacity is 135,000,000 lbs. We are able to ship potatoes year round.
1,200 acres of seed corn is grown for Pioneer Hi Bred
4,600 acres of field corn is marketed to local dairy farmers and elevators for feed
2,100 acres of soybeans is marketed to Cargill
Our Customers
Supply Chain Development
B2B & Direct Market Support
Market Studies, Data and Analysis